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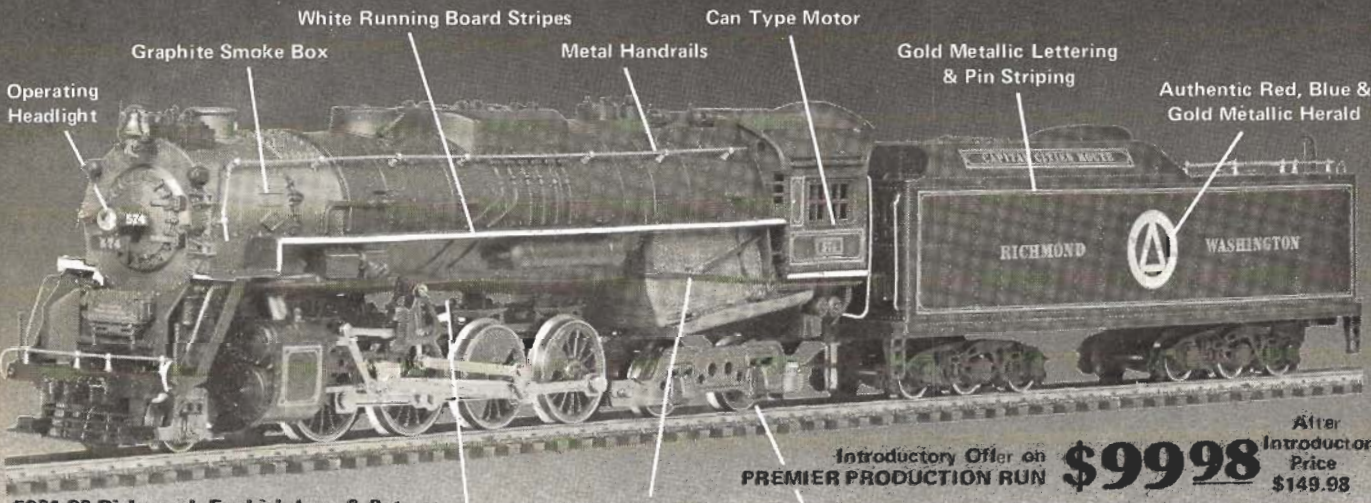

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Command Study

By **Rick Mataka,** *Special Projects Editor*

WITH the fall buying season upon you, it is time to reflect upon the past and look towards the future. By reflecting on the past, you should examine your existing stock and past sales records of Wargaming, Boardgaming and Military Miniatures. By doing this, you might see some items that have moved better than others in your area. You should give your special attention to these products.

As an example, let's say that Napoleonics is a popular period in your area. In the past, you may only have been ordering your games or figures from one manufacturer. Now is the time to expand your inventory to include other manufacturer's lines. While they may be similar product lines, there can be major differences in the positioning of the casting. These could be just the items a wargamer is looking for to round out his miniature army.

In Boardgaming or Miniature rule books, the major differences are brought out by what the designer feels was the most important aspects of a battle or era. It is very seldom, if ever, that two designers will have the same concept of a historical situation. While one designer might think that the mobility of the troops involved was the most important thing, another could put the emphasis of the game on logistics. Each sees the history of the event in a different manner and translates it as such.

Thus, there can be great differences between two games covering the same historical era or battle.

Whatever is popular in your area should continue to be so in the future. While trends may change through time, the change will not take place overnight. By studying your past sales, you might be able to see what the new popular historical periods are in your area and shift your buying to this area.

As a look towards the future, many manufacturers have interesting items planned for release. The following list is by no means all encompassing, but it should give you a good idea of what to expect for the fall. Please DO NOT order any of these items until you see them in the Product Sections or are notified by the manufacturer of their release. They are not available at this time but are items that will be released during the next few months.

In the Miniatures areas you can expect the following:

GHQ Micro Armour:
Look for major additions to the 1/285th scale World War II range. The new items will fill in the gaps for refighting Western Front Battles. Also new releases to the Modern range.

Ral Partha:
Additions to the following ranges—1500 AD; Renaissance; Napoleonics in 25mm; Napoleonics in 15mm; American Civil War; World War II; The ES range; Legion of the Petal Throne; and a new Fantasy Range for the connoisseur.

Grenadier Models:
Ancients in 15mm; Fantasy figures in 15mm; Spaceships.

Miniature Figurines:
Imperial Roman; Greek/Persian; Egyptian/Syrian; Dark Ages; Mexican American; Boxer Rebellion; Medievals in 15mm.

I/R Miniatures:
For the Collectors in 1/24th scale—Grenadier for the French and Indian War; Highlander for the French and Indian War. Roman Legionnaire; Sgt. with Halberd from the American Colonial era.

(CONTINUED ON PAGE 129)

Exposure: The Name of the Game

By **Tom Shaw,** The Avalon Hill Game Company

ONCE upon a time there was a chocolate candy company which shall be named "Hershey" mainly because that was the name of the company. Well, sir, for many years Hershey never bothered to advertise. At the time, long, long, ago, Hershey pretty much had the market all to itself. There were no other chocolate candy companies around.

Eventually, of course, there *were* other chocolate candy companies. Guess what? Hershey began advertising.

Similarly, our little company, which shall be called Avalon Hill, once stood alone in the field. It, too, did no advertising at first. Mainly, because it simply couldn't afford to. Its product was too limited in its appeal. But like Hershey, it stayed in business on the strength of the quality of its product which begat new customers. It also begat competition, which made marketing a whole new ball game.

Collectively, the competition helped spread the word to the point where it was no longer a closet hobby. Today, wargaming has advanced to the point where there is a proliferation of products and the customer has become more discerning in his choice.

Here is where the manufacturer has to rely on unique and unusual marketing strategies to get his message heard more often, and above the clatter of his competitors.

In the past, all a wargame publisher had to do was to announce a new game and the wargaming public gobbled it up, regardless of subject matter. Hoboy, has all that changed. Not only must you announce the subject matter, but you have to be explicit on exactly what the product is all about. Right on the game box itself—even at the sacrifice of graphic aesthetics.

Fine! But how do we get that package in front of the consumer in the first place?

The trick, therefore, was getting that package out on display so that the discerning public could have an optimum chance of selecting our package over a similarly-designed game of a competitor's.

A giant step forward was the manufacturer's display rack, especially one designed to handle only that manufacturer's products. A large percentage of our ad budget went into the promotion of a display rack that held over 90 games, show-

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ing them *face out*. We offered this unit free of charge. That's how convinced we were of its effectiveness. Those who took advantage of the offer last year claimed a dramatic increase in sales, and I am not about to dispute those claims.

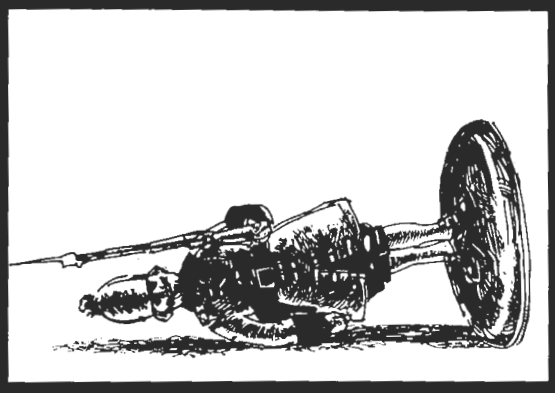
Okay—so now we've got the games on a rack inside the store. Now we have to get people inside the store to see the games face out on the rack.

Easy! Get a famous person to draw the crowd.

In our case, that famous person was Brooks Robinson, the All-Star former third baseman of the Baltimore Orioles. There is a class guy! Perfect for the part! A gentleman in every sense! Unlike many jocks hyping products they don't know much about, Brooks took the time to become familiar with the games. And even though he was not into the wargaming scene, Brooks' overall knowledge of the line and his affability considerably raised the prestige of the retailer in whose store he appeared, and Avalon Hill for whom he represented.

The strategy does not end here. We got the rack. We got the famous person. But we still don't have the customers. The third link in any successful promotion is advertising it to the public. Here, Avalon Hill's liberal co-op program made it palatable for the retailer to promote the event. Without the advertising, the promotion goes down the drain. With it, the retailer gets increased store traffic, many of whom would not have been exposed to our games unless they had been brought into the store. And of those who bought the games for the first time, a certain percentage might have become hooked on wargames. They're the customers who will give you the repeat sales which is what the hobby industry is all about.

Exposure—that's the name of the game. ■



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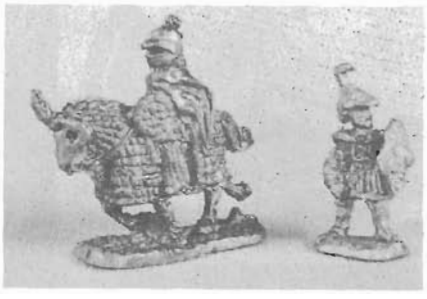
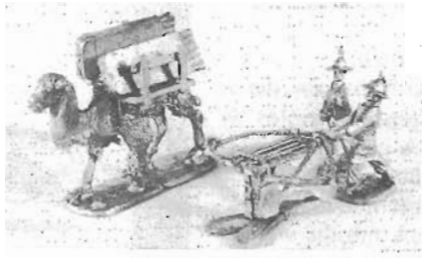


15mm scale figures from the Dark Ages range. (From left to right) is #1516 who is a **Byzantine Clibinarius** and #1520 who is a **Byzantine Heavy Infantryman.** Packaged in a plastic bag with #1516 having 5 per pack and #1520 containing 10 per pack. $1.69 retail.

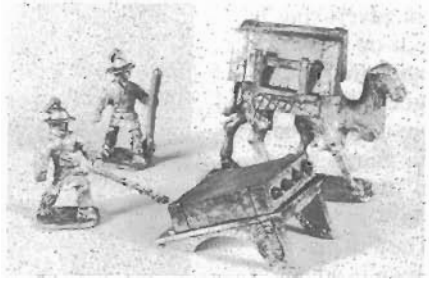
From the Science Fantasy range in 25mm are Science Fiction castings. This is set #2018 and consists of 3 **Space Heroines.** Are single piece castings that require no assembly. Packaged in a plastic bag. 3 per pack. $2.95 retail.

25mm scale figures from the Dragon Pass range. Casting #817 is a **Grazelander Shaman.** Single piece casting that requires no assembly. Packaged in a plastic bag with 1 per pack. $2.29 retail. Archive Miniatures, Dept. CM, P.O. Box 93, Burlingame, CA 94010. **See ad page 117. Circle RSC #281.**

COULTER-BENNETT



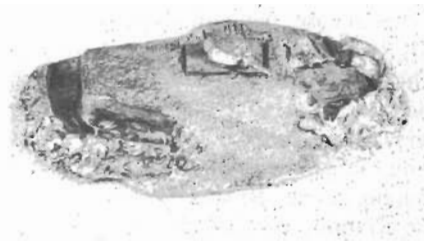
25mm scale figures from the Garrison range. #ICS-1 is a multiple **Dart Throwing Catapult** with crew. Cast in 10 pieces, assembly is required. Packaged in a box with 1 per pack.



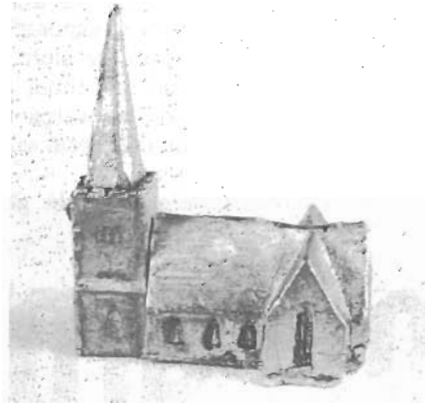
From the Garrison range in 25mm are Medieval castings. #ICS-2 is a **Rocket Launcher** complete with crew. Cast in 9 pieces assembly is required. Packaged in a box with 1 per pack.

A collectors figure in the 90mm scale from the Superior Fantasy range. #FA-19 is a casting of **Karnilla, Queen of the Underworld.** Single piece casting requires no assembly. No painting instructions are needed as it can be painted as desired. Coulter-Bennett Ltd., Dept. CM, 12158 Hamlin St., North Hollywood, CA 91606. **See ad page 115. Circle RSC #282.**

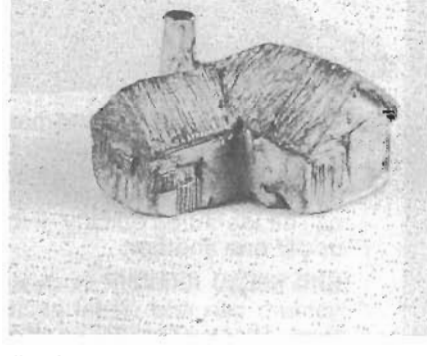
ZOCCHI ASSOCIATES



1/300th scale castings from the Cannon/Westwall Terrain Accessories range. #1120 is a **Dug in Turret** that comes with 2 different guns that can be mounted on it. Several pieces in kit and it assembles easily. Packaged in a plastic bag with 1 per pack. 90¢ retail.



From the Cannon/Westwall range in the 1/300th scale are Terrain Accessories. This is #1124 and is a casting of a **Church.** Cast in 3 pieces, assembly is easy. Packaged in a plastic bag with 1 per pack. $1.30 retail.

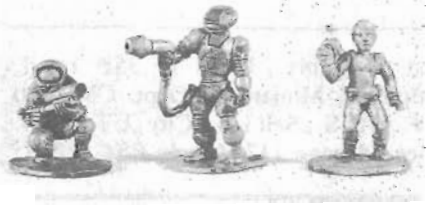


#1136 is a single piece casting of a **Russian Cottage** in the 1/300th scale from the Cannon/Westwall Terrain Accessories range. Packaged in a plastic bag with 1 per pack. 70¢ retail. Zocchi Associates, Dept. CM, 7604 Newton Dr., Biloxi, MS 39532. **See ad page 120. Circle RSC #283.**

RAL PARTHA

25mm scale figures from the 1200 AD range. (From left to right) is #1101 a **Viking Axeman** and #1165 a **Catalian Archer.** Both are single piece castings that require no assembly. Packaged in a plastic bag with 6 per pack. $2.50 retail.

From the American Civil War range in 15mm is #AW-551. Single piece casting of a **Confederate Cavalryman** charging with a sword. Packaged in a plastic bag.



GG-05 is an **Infantryman** with Automatic Grenade Launcher, GG-10 is a **Power Armour Infantryman** standing with a Sun gun and GG-15 is a **Space Ship crewman** standing. From the 25mm Galactic Grenadier range. Packaged in a plastic bag with 4 per pack. $2.00 retail. Ral Partha Enterprises, Dept. CM, 2732 Lonsdale, Cincinnati, OH 45227. **See ad page 14.** **Circle RSC #280.**

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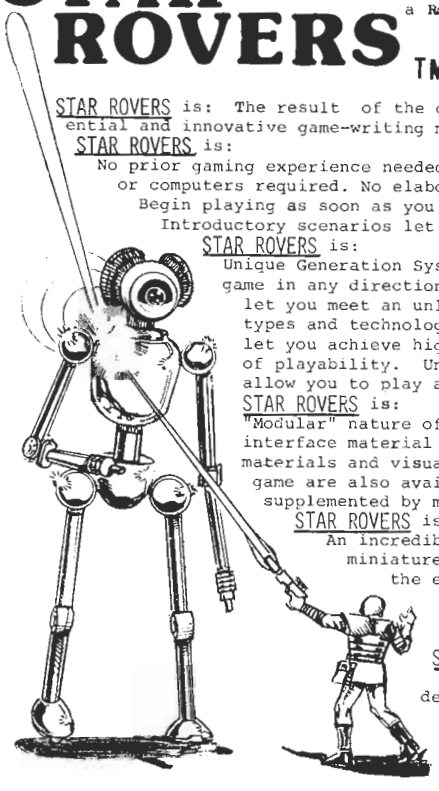

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25mm scale figures from the Science Fantasy range. This is #2025 and is known as **Planetary Scouts.** Single piece castings that require no assembly. Packaged in a plastic bag. 3 per pack. $2.49 retail.

(From left to right) #809 is **Ironhoof** and #824 is **Ironhoof's bodyguard** from the Dragon Pass range in 25mm. #809 is cast in 2 pieces and #824 is single piece casting that assembles easily. Packaged in a plastic bag with #809 having 1 per pack, $2.49 retail and #824 with 2 per pack, $2.95 retail. **See ad page 117. Circle RSC #276.**

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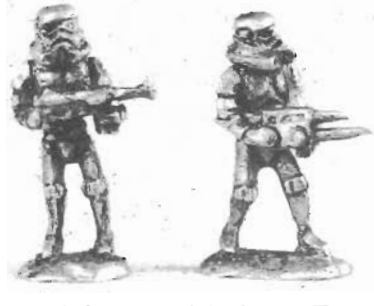
MCEWAN MINIATURES

25mm scale figures from the Old West range. (From left to right) is OW-3, a **Texas Jack cowboy** ready to draw and OW-4 a **Mountain man.** OW-4 is a two piece casting that assembles easily. Each is 35¢ retail.

From the Starguard range in 25mm are Science Fiction castings. (From left to right) is FF-40, a basic figure of a **Terran Marine,** FF-40a, a **Terran Marine running** and FF-40b, a **Terran Marine advancing.** All are single piece castings with no assembly required. Each is 35¢ retail.



(From left to right) is a **Terran Marine on Guard,** FF-40C and a **Terran Marine slaver disintegrator** FF-40d from the Starguard range in 25mm. Single piece castings that require no assembly. Each is 35¢ retail. McEwan Miniatures, Dept. CM, 840 W. 17th S., Salt Lake City, UT 84104. **See ad page 117. Circle RSC #277.**

GHQ MICRO ARMOUR

1/285th scale vehicles from the Modern Micro Armour range. W-21 consists of a **BTR-50 Command vehicle** and a **Cargo Carrier.** Highly detailed castings with some assembly required. Packaged in a bubble pack. $3.50 retail. GHQ Micro Armour, Dept. CM, 2634 Bryant Ave. South, Minneapolis, MN 55405. **See ad pages 115, 128. Circle RSC #278.**

MINIATURE FIGURINES

25mm scale figures from the South African Colonial range. (From left to right) is C-1 a **Boer Infantryman** advancing and C-6 a **Boer trooper** kneeling and firing. Both are single piece castings that require no assembly. Packaged in a box with 8 per pack. $3.59 retail. **Circle RSC #279.**

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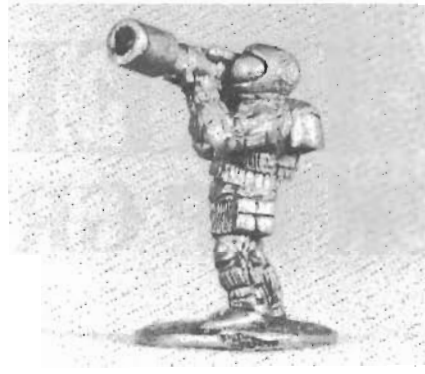
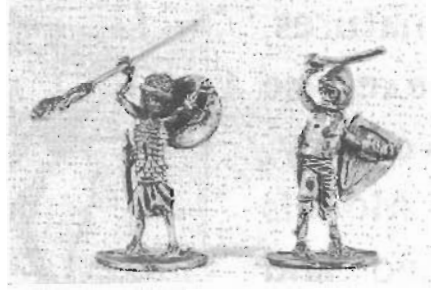
RAL PARTHA



25mm scale figures from the Galactic Grenadier range. GG-07 is an **Infantryman** standing with an automatic Missile Launcher. Single piece casting, no assembly required. Packaged in a plastic bag with 4 per pack. $2.00 retail.

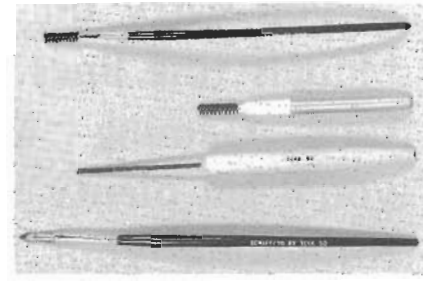


From the Personalities and Things That Go Bump in the Night range in 25mm are fantasy castings. ES-46 are castings of an **Undead War Band.** Nicely detailed castings in 2 pieces, they assemble easily. Packaged in a plastic bag with 3 per pack. $2.50 retail.

AW-420 is a **Union Command Group** in 15mm from the American Civil War range. All are single piece castings that require no assembly. Packaged in a plastic bag with 6 per pack. $2.00 retail. Ral Partha Enterprises, Dept. CM, 2732 Lonsdale, Cincinnati, OH 45227. **See ad page 114. Circle RSC #263.**

TEKA

Several new products have recently been released by Teka for the modeller or miniaturist. (From front to back) is #52 a saw for light wood or plastic, #53 a double edge crescent blade on one end and a scoop blade on the other. This tool is useful for the dioramist in special work. #54 is a triangular blade with a wider scoop on the other end. Can be used as a sculpting technique tool. $1.25 retail for #'s 52 and 54 and #53 has a $2.75 retail.



(From front to back) is #50, a scraffito incisor tool that is useful for miniature gouging, #51 a carbide steel rod that is very useful for flash as it is highly abrasive and can get into small spaces and #130 and #13 are light deburring tools. All can be put to good use by the miniaturist, modeller or dioramist. #50 has a $1.50 retail, #51 has a $2.95 retail, #13 has a $1.00 retail and #130 has a $1.25 retail. Teka, Dept. CM, 3704 Bedford Ave., Brooklyn, NY 11229. **Circle RSC #264.**

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JOHANSEN MINIATURES

25mm scale figures from the Fictioneers range. #JF-026 is a **Sitan Swordsman** on a fighting reptile. Cast in 2 pieces, it assembles easily. Packaged in a plastic bag with 3 per pack. $3.00 retail.

From the Fictioneers range in 25mm .e Science Fiction castings. JF-027 is a **Sitan Heavy Cannon** with crewmen. Cast in 3 pieces, it assembles easily. Packaged in a plastic bag with 1 per pack. $1.00 retail.

The Sitan Giant on a giant Sirex, JF-028 is from the 25mm Fictioneers range. Cast in approximately 12 pieces, considerable assembly re-uired. Packaged in a plastic bag with per pack. $3.00 retail. Johansen Miniatures, Dept. CM, 4249 East 177th St., Bronx, NY 10465. **Circle RSC #275.**

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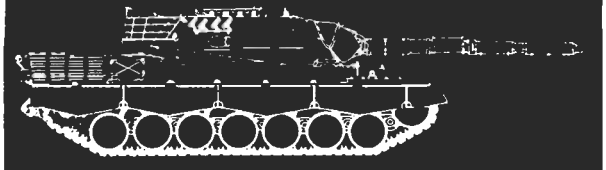

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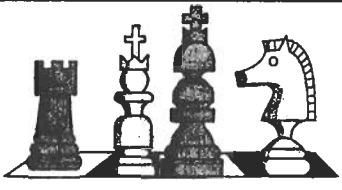

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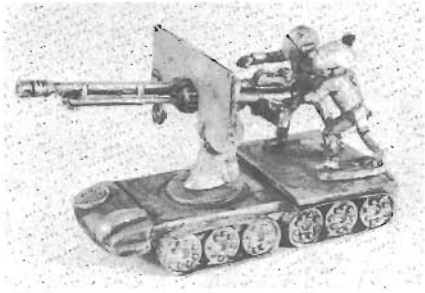

25mm scale figures from the Garrison Star Troopers range. STS-20 is a **Laser Cannon** on a Mobile Mount complete with crew. Cast in 11 pieces considerable assembly is required. Packaged in a box with 1 per pack.

The Harem Dancing Girl, #SSM-1S is from the Sanderson Fantasy range in 54mm. Cast in 2 pieces it assembles easily. No painting instructions are provided as it can be painted as desired. Packaged in a box with 1 per pack. **See ad page 115. Circle RSC #274.**

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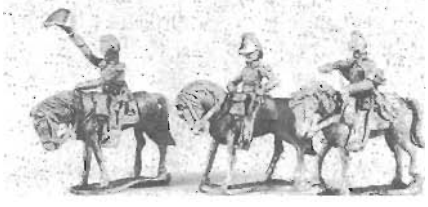

25mm scale figures from the Napoleonic range. #2438 is a **British Napoleonic Command** pack consisting of General Wellington with Staff Officers. All are single piece castings that require no assembly. Packaged in a bubble pack with 3 per pack. $2.95 retail. **See ad page 118. Circle RSC #273.**

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The Crimean War Quad is a set of four boardgames that simulate the warfare that took place in the mid-19th century. The battles covered by this quad game are Alma, Balaclava, Inkerman and Tchernaya River. Not the standard type of quad game as it is more complex than usual. Stresses more on accuracy as a simulation than on playability. As such it could be recommended for those who have had some experience in boardgaming. Packaged in a plastic box with 4 maps, die cut counters, rule sheets and standard rules. $14.00. Simulations Publications Inc., Dept. CM, 44 East 23rd St., New York, NY 11010. **Circle RSC #269.**

ZOCCHI ASSOCIATES

Space Quest is a highly detailed, role playing rules for the Science Fiction gamer. Rule book is 110-pages long and is full of suggestions and examples of play. Possibilities include campaign games as well as individual adventures. Players pilot their space ships through uncharted space trying to gain wealth and experience. It offers all kinds of potential for Science Fiction gamers. $8.00 retail.

Red, Green and Black hex paper measuring 8½″ × 11″ is a good accessory for the gaming section. Can be used by aspiring game designers, role playing game masters, campaign games or aids for those who play by mail. Has a multitude of uses for the boardgamer or wargamer. $5.00 retail. Lou Zocchi Associates, Dept. CM, 7604 Newton Dr., Biloxi, MS 39532. **See ad page 120. Circle RSC #270.**

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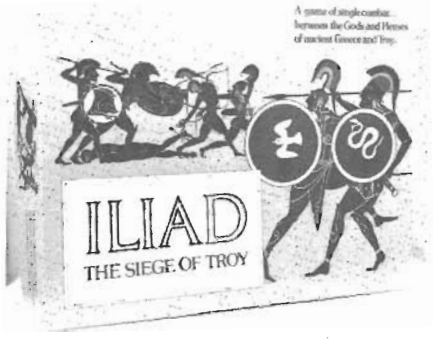


The Iliad is a boardgame simulation of the Siege of Troy as immortalized by the epic poet Homer. Boardgame contains special rules allowing the heroes of the era to fight it out man-to-man or call on the gods for special favors. Contains interesting game concepts of single combat between the gods and man. Packaged in a box with a mounted map board, die cut counters, rules, charts and tables. Game Designers Workshop, Dept. CM, 203 North St., Normal, IL 61761. **See ad page 125. Circle RSC #271.**

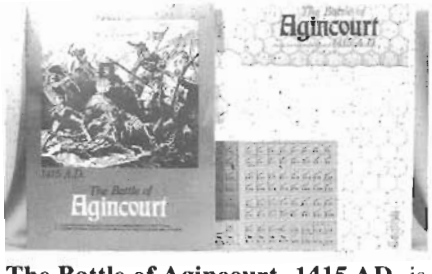
LOWRY ENTERPRISES

Campaign is a bi-monthly magazine mostly devoted to boardgaming. It covers a multitude of different historical periods as well as all of the major companies. Each issue contains information on game design, game tactics, reviews and a most informative Letters to the Editor section. A good magazine that can keep you well informed as to what is going on around the industry. $2.00 retail. Lowry Enterprises, Dept. CM, Box 896, Fallbrook, CA 92028. **See ad page 122. Circle RSC #272.**

METAGAMING

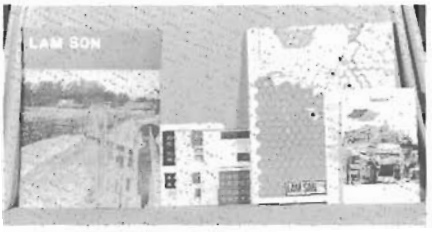
The Space Gamer is a bi-monthly magazine devoted to science fiction games of all kinds. Has many interesting articles and detailed reviews of all kinds of science fiction games. Printed with a full color front cover and solicits articles from its readers. $1.50 retail. Metagaming, Dept. CM, Box 15346, Austin, TX 78761. **See ad page 128. Circle RSC # 260.**

GAME DESIGNERS



The Battle of Agincourt, 1415 AD, is a historical boardgame simulation of the clash between the English and French in Medieval Europe. These are games that can normally be played in a couple of hours time. An excellent game that can be recommended for beginners. Packaged in a zip lock bag with map, rules and die cut counters. $5.00 retail. **See ad page 125. Circle RSC # 254.**

ATTACK WARGAMING



Lam Son is a historical boardgame simulating the war in Vietnam. Covers various communist offensives from 1965 to 1975. Game is fairly simple to play. It is a game that could be recommended for an intermediate level boardgamer. Attack Wargaming, 314 Edgley Ave., Glenside, PA 19038. **See ad page 122. Circle RSC #262.**

ZOCCHI ASSOCIATES

Wilderlands of High Fantasy is a Dungeon Masters playing aid when designing campaign games for the players of Dungeons and Dragons. Packaged in a plastic bag with maps and 2-16 page rule booklets. $8.50 retail. **See ad page 120. Circle RSC #241.**

MILITARY MODEL

British 7th Armoured Division 1940-45 and **Panzer Grenadier Division Grossdeutschland** are each 40-page soft-backed booklets describing these famous units of WWII. In each book the Order of Battle, weapons and battles they fought in are discussed. Numerous photographs supplementing the written material. Good books for the modeller, wargamer or historian wanting information about these units. $5.95 retail each.

Dioramas and Scenic Settings is the third booklet in this series known as Focus on Modelling Techniques. Simple beginners look into creating dioramas or vignettes from the larger scale collectors figures. Many good hints on how to set them up and creating a realistic base on which to put the figures. Whether a novice or a veteran dioramist, each can get some useful information from this excellent 36-page booklet written by two of the masters on this subject. $3.95 retail. Military Model Distributers, Dept. CM, 3515 East Ten Mile Road, Warren MI 48091. **See ad page 112. Circle RSC #261.**

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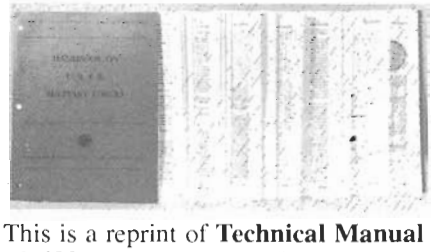
Z&M PUBLISHING

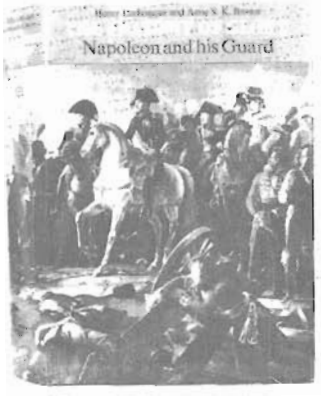
Banzai is a set of miniature rules for recreating warfare in the Pacific during WWII. It is a simple set of rules that are well written with many examples. Also, there are many charts and tables at the end of the book that the gamer can use as a reference source. This is an excellent set of rules for a beginner. $3.95 retail. Z&M Publishing, Dept. CM, 2425 N. 47th St., Milwaukee, WI 53210. **See ad page 122. Circle RSC # 265.**

JOHN SLOAN



This is a reprint of **Technical Manual 30-430** which is the Handbook on USSR Military Forces. Originally published by the U.S. Government during 1945 and 1946 as a Classified Document. Covers detailed information regarding Soviet Administration, Field Organization, Tactics, Fortifications, Logistics, Equipment and its Air Force immediately following WWII. As such, it is a highly useful reference work for the wargamer, military historian or modeller wanting detailed information of this kind. This offset reproduction is over 700 pages in length and has over 600 illustrations. It is pre-punched for a 3-ring binder for safe keeping. Excellent reference work that could be in constant use. $25.00 retail. John Sloan, Dept. CM, 5218 Landgrave Lane, Springfield, VA 22151. **Circle RSC # 266.**

HIPPOCRENE BOOKS



The Anatomy of Glory is the story of the Imperial Guard from its beginning to its demise. They were Napoleon's elite force who turned the tide of many a battle. This hardcover book is an in-depth history of the Guard during all of Napoleon's Campaigns. This is the long awaited 3rd Edition of this book as it has been out of print for over 20 years. Acclaimed as one of the best reference works of its kind, written by one of the foremost authorities on the Napoleonic period. 564 pages long, has over 180 illustrations with 86 plates in full color. An invaluable reference work on the Napoleonic era for one of the most popular periods in boardgaming and wargaming. $29.95 retail.

Uniforms and Weapons of the Crimean War is an authoritive account of these facets of a war that occurred in 1854. Contains detailed discussions of the different armies that were involved. Is 96 pages in length and contains 72 black and white illustrations and 4 color. An excellent reference book for the wargamer, boardgamer or historian of the Crimean War. $11.95 retail. Hippocrene Books, Dept. CM, 171 Madison Ave., New York, NY 10016. **Circle RSC #267.**

MILITARY MODEL

Soviet Aircraft of Today is a look at the different types of combat aircraft that the USSR could employ. Through the use of numerous photographs and illustrations you are given an in-depth view of the different airplanes and their variations. Also many charts detailing airplane specifications. An informative, soft-back, 80-page book on the largest Air Force in the world today. $6.95 retail.

Chasseurs a Cheval de la Garde Imperiale is a paper back book about the uniforms worn by the Consular Guard of the Napoleonic period. Many line drawings and six pages of color sketches show the many variations of this uniform. $4.95 retail. Military Model Distributors, Dept. CM, 3461 East Ten Mile Road, Warren, MI 48091. **See ad page 112. Circle RSC #268.**

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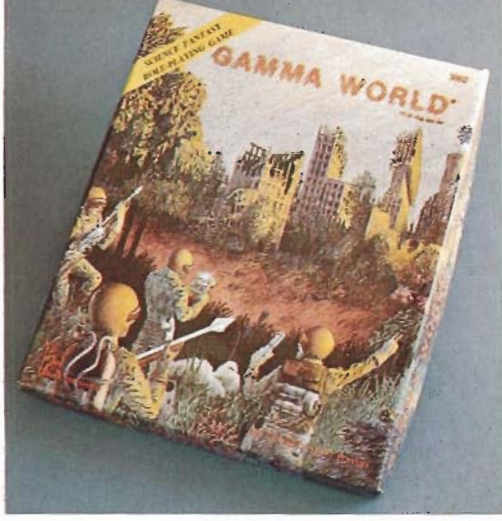

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New Book From Chilton

MILITARY Miniatures is a hard cover book taking a detailed look into this fascinating field. It is written more for the collector but there are techniques pointed out that anyone working with miniatures could use. From cover to cover, it is loaded with color photos and black and white sketches of the miniatures that are discussed.

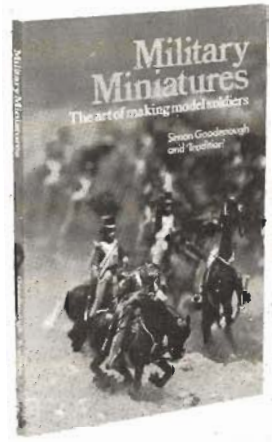
The first five chapters of the book are devoted to some of the background information about the Military Miniature hobby. You are given its 4,000 year history, hints on how to go about collecting model soliders, the art of wargaming with miniatures, how to do historical research and the materials needed to successfully complete a figure. To some people, this information may not seem that important. But it was interesting and we found some new information. These chapters give the reader an excellent background.

The remaining chapters all deal with "How To" sections. The first of these chapters explains in detail the methods used in assembling a miniature. There are cut away sketches showing the casting in various stages of assembly. The following chapter deals with the painting techniques that the authors use. These are highly useful as there are explanations on the proper way to shade a figure, paint a face and paint a horse. There are also techniques explained for the painting of artillery and AFV's that would be useful for the modeller.

The final four chapters point out the proper procedure used in conversions, how to make a diorama, and molding and casting your own figures. The sections dealing with conversions are in two chapters, called the Simple and the Complex. For simple conversions, you are given five projects of converting a figure from one type to something totally different. Sometimes there are just minor changes involved such as a change of stance or the addition of a new type weapon. In the complex conversions, there are only two projects given. These tax a miniaturist's skill to the limit by redefining a casting from one historical era to another.

The diorama section illustrates the proper way in which various types of terrain can be simulated. This also includes buildings that can be built from scratch.

The final chapter gives hints on the proper way in which to make your own figures. This is not an easy process, but is explained for its informational value. It shows the steps that one must go through to do it successfully.



Attractive cover enhances *Military Miniatures*.

Military Miniatures by Simon Goodenough is truely a beautiful book. It is very colorful, highly informative and one that a modeller or miniaturist can get much information from.

Available from Chilton Book Company, Radnor PA 19089 and retails for $15.00. Circle Reader Service Card #243 ■

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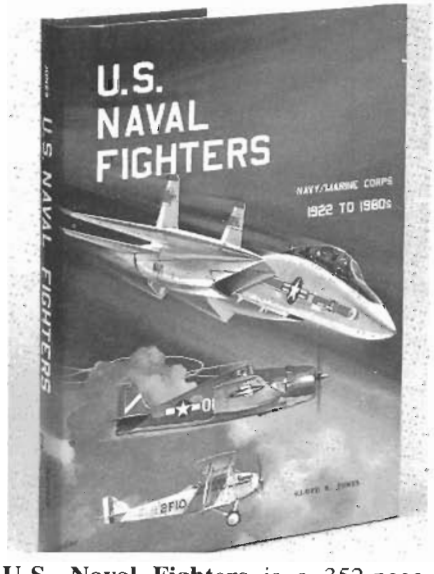
Luftwaffe Night Fighter Units 1939-45 and **RAF Fighter Units Europe 1942-45** are the latest additions to the Aircam/Airwar series of reference booklets. They are short but comprehensive works with numerous photographs and eight pages of color sketches. Sketches illustrate the uniforms or aircraft camouflage techniques. There are also charts showing where the different Units were located. Good reference work for the modeller, historian or wargamer. $5.95 retail each.



U.S. Naval Fighters is a 352-page hard cover book detailing every Navy or Marine fighter built since 1922. Each plane discussed has 3 sketches or photographs showing it from different views. A highly detailed reference work with statistical information in the historical data sections. An excellent book for the modeller or historian in avionics. **Circle RSC #258.**

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Beyond the Silvered Pane is the latest Solitaire Dungeon for the gamer who plays Tunnels and Trolls. Magic users dungeon is highly challenging but not impossible to beat. These highly successful Solitaire Dungeons are very enjoyable for gamers who cannot always play Tunnels and Trolls with their friends. $3.00 retail. Flying Buffalo, Dept. CM, Box 1467, Scottsdale, AZ 85252. **Circle RSC #257.**

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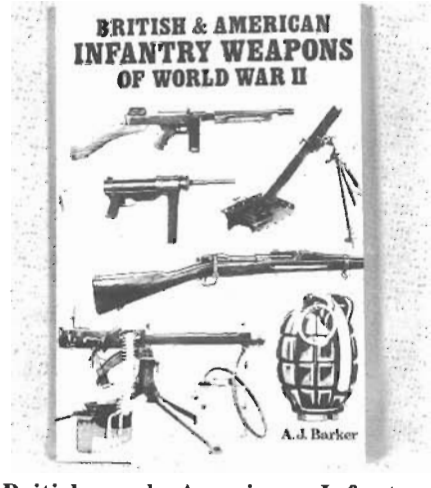

British and American Infantry Weapons of WWII is a 78-page paper-back book delving into this diversified subject. Numerous photographs of the weapons discussed as well as charts detailing their specifications. Good reference book for the wargamer or boardgamer wanting detailed Infantry weapon specifications. $2.95 retail. Arco Publishers, Dept. CM, 219 Park Ave. South, New York, NY 10003. **Circle RSC #255.**

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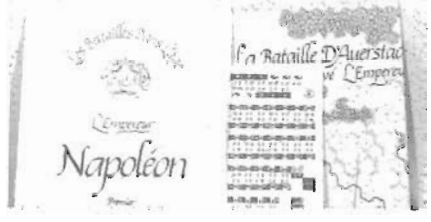

La Bataille D'Auerstadt is a historical boardgame simulation of this Napoleonic battle. It is a complex game as the rules are written in a peculiar fashion. They attempt to capture the flavor of the era by using many of the French words in the rules with no glossary definitions available elsewhere. Because of this, it is a game that should only be recommended for the advanced gamer in Napoleonics. Novice gamers will find it extremely hard to play. Packaged in a zip lock bag with map, rules, die cut counters, charts and tables. $13.00 retail. Zocchi Associates, Dept. CM, 7604 Newton Dr, Biloxi, MS 39532. **See ad page 120.** **Circle RSC #256.**

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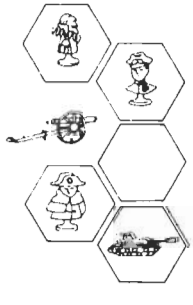

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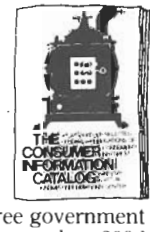

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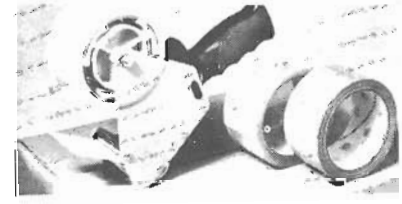

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